

TENNEY SERVICE

AUGUST—1915



SEWALL FALLS GENERATING STATION
CONCORD ELECTRIC CO.

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TENNEY SERVICE

Vol. II

Boston, Mass., August, 1915

No. 8

"COURTESY"

By Howard Elliott, Chairman of the Board of Directors and
President of the New York, New Haven and
Hartford Railroad Company

Contributed by Charles H. Tenney

This Railroad believes in **COURTESY**.

It expects its officers and employees to be **courteous** in all their dealings with passengers, patrons and one another. It asks that they in turn be treated **courteously**.

The **Railroad Officer and Employee**, above all others, should be **courteous** because the Railroad is a semi-public institution. Those who patronize the Railroad expect and should receive **courtesy** and helpful treatment.

COURTESY is **catching**.

Be **courteous** always. **Courtesy** makes the rough places much easier and helps to smooth away life's little difficulties. **Courtesy** is a business asset, a gain and never a loss. **Courtesy** is one mark of a good railroad man.

"Life is not so short but there is always time for **Courtesy**."—Emerson.

Courtesy is a business asset, a gain and never a loss.

Officers and employees, above all others, should be **courteous**.

Use **Courtesy** in all dealings with passengers, patrons and one another.

Railroad men help their Company by being **courteous**.

This Railroad believes in **courtesy**.

Even the discourteous like to be shown **Courtesy**.

Smooth away life's difficulties by being **courteous**.

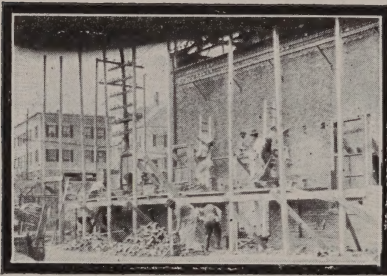
You will find your value increased by **Courtesy**.

CONSTRUCTION WORK AT THE SALEM ELECTRIC LIGHTING COMPANY'S PLANT

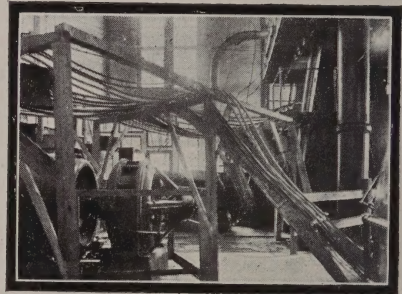
By Arthur J. Harty, Resident Engineer,
Charles H. Tenney & Co.

DURING the past month we have endeavored to complete the switchboard room and new transformer building so that our new switchboard and bus structure could

been accomplished even with the severe weather we have had almost continually since the first of July. We had the forms for pouring the roof ready at about this period and



Transformer Room
Being Constructed



Temporary Leads for Generators
in Engine Room

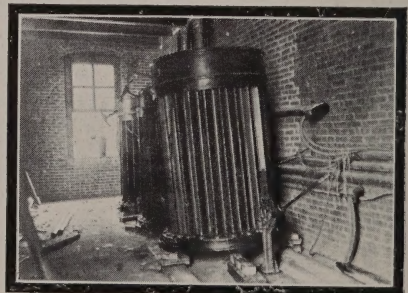
be erected. The work has been accomplished slowly but surely under trying conditions.

The great asset of any operating company and all central station work is its ability to provide for continuity of service. This has

were compelled to build a false roof over this entire addition so that we might save our present switchboard from being put out of service. In this respect we maintained without interruption "Tenney Service," and the exact meaning of same was fully demonstrated in this particular case; each and every one



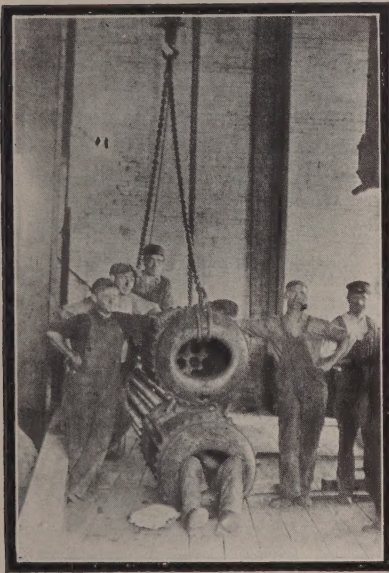
New Transformer Room
Wall Completed



Relocated Transformers

playing his part with the one object in view.

We have also had other difficulties in the basement of our present switchboard room. After the floor in the new transformer room was laid and half of the old basement floor cut away we moved the transformers for our lighting circuits and placed them on the new floor—putting them into commission. The remaining half of the floor was cut



New Boiler Units

away to get ready to set our new cell structures.

Considerable changes have been made by the electrical department, under the careful handling of F. C. Hersom, necessitating the cutting over and relocating of the exciters, making temporary connections for our generator leads and the relocation of the new ducts under the floor. At the present time the leads for our new turbine are being run and we hope to have these in readiness about the first of the month.

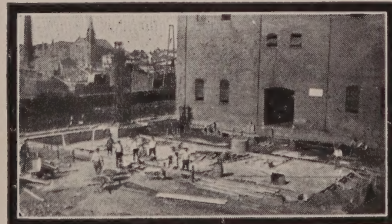
The new switchboard and accessories have arrived and the General Electric Company's erectors are rapidly removing the old board and getting everything in shape to set up the new.

The installation of the electrical equipment has been delayed somewhat on account of materials not



Forms for New Turbine Foundations

arriving on time for the construction of the building addition, but in another month great progress ought to be shown as both floors have been poured in the transformer building and the Ley Construction Company are making their final cleanup and plastering to complete this addition. The transformer room and switchboard room walls are to be finished in enameled white. The accompanying pictures show a few



New Boiler Room Foundations

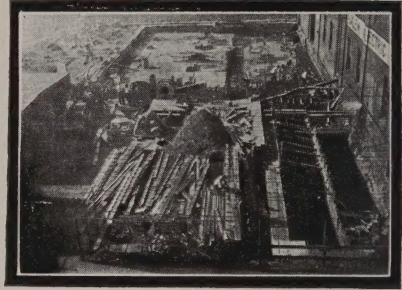
views taken incidental to the above subject.

Besides this work, we had with us for about a week the Bigelow Company's erector, and the accompanying view shows some of the

units in position, and others about to be placed.

We have made forms for, and have poured the new generator foundation. An accompanying picture shows the forms under construction. This foundation is placed in our present engine room and at the time of writing it is all completed, ready for the placing of the condenser and turbine.

The next two views show our construction for the proposed extensions of our boiler and engine rooms to very good advantage. We are pleased to say that the steel for our engine room has been erected and



Foundations for New Engine and Boiler Rooms

is being riveted up so that we may have our crane in operation to place our new generator.

THE WONDERFUL STABILITY OF THE GRANITE BUSINESS

By H. D. Larrabee, Manager,
Consolidated Lighting Co.

DURING the months of March, April, and part of May this year the Montpelier and Barre district was pretty well tied up by a complete strike in the granite industry—during which time the granite business and other operations depending thereon were at a standstill. In spite of a number of exciting newspaper accounts, the entire situation was handled in a very excellent manner by those in charge so that when an agreement was reached things started off again with practically no friction.

The rapidity with which the business recovered from this strike is nothing less than marvelous—particularly at a time like the present when most lines of business outside of munition supplies are quiet.

The final agreement between the contending parties was signed on

May 15th, which was Saturday. Before the strike our normal power load was about 6000 K.W. and during the strike it dropped to 1000. On Monday, May 17th, our load increased to 2500 K.W.—On Wednesday, the 19th, it was 4500—and on Monday, the 24th, it was about 5400 K.W., increasing to our normal full power load which was reached before the first of June.

During the strike none of the granite concerns had any salesmen on the road, but they started out as soon as the last agreement was signed—with the result that before the 1st of June the place was pretty well filled with orders and now one concern which is just starting up a shed rebuilt from a fire has orders which amount to almost six months' business.

The representative of one granite

concern met another on the road a few days after they had started out for business and requested that he turn over any orders which the other concern was not able to handle. About the 1st of June the man who had been requested to turn over the business he was unable to handle notified the other man who had returned from his trip that he had a large order which he was unable to get out in time and that he would send it down to him, receiving the reply that he had better keep it himself because he, the first man, was simply flooded with orders.

A fair number of orders came to the quarry owners by mail during the strike and it would be natural to suppose that a large portion of these orders would be cancelled and placed for other kind of granite, but as a matter of fact very few, if any,

were cancelled — practically everyone leaving their orders open until such time as they could be filled.

The result of all this is that the granite business in Barre is not only fully recovered from the strike, but so far as the amount of business on hand is concerned they are in better shape than they were before the strike or than they have been for a long time, and it is a fact that there are today more men working in the granite business at Barre than there ever were before.

This is certainly a very favorable condition to obtain for any community, particularly for a community of which it is often said that it has but one large industry. Many communities which boast of "diversified industries" would gladly exchange them all for one large industry having the wholesome stability of the granite business.

A CALL FOR VOLUNTEERS

THIS is an earnest plea with all readers of Tenney Service to take an active interest in the success of the magazine.

We want to make Tenney Service worth more to **you**—more interesting and more valuable. But we can't accomplish this without **your** help.

In an organization such as ours, opportunities for advancement await everyone who will co-operate with others. The words, "Co-operation—Efficiency—Progress" mean that if **you** will co-operate, **yours** will be

the Efficiency and **yours** the Progress.

We want your suggestions as to how Tenney Service can be made more valuable to you and we want you to give others the benefit of your experience and ideas as related to your daily work.

Make up your mind right now that **you** will be a regular contributor to Tenney Service—that **you** are going to take your place in the march of co-operation, efficiency and progress.

Fall in line—today!

"MY GUIDE"

From the Program of the Texas Electrical Contractors' Convention

Contributed by Thomas D. Bond

"I shall be my aim to respect my country, my profession and myself. To be honest and fair with my fellowmen, as I expect them to be honest and square with me. To be a loyal citizen of the U. S. A. To speak of it with praise and to act always as a trustworthy custodian of its good name. To be a man whose name carries weight with it wherever it goes.

To base my expectation of reward on a solid foundation of service rendered; to be willing to pay the price of success in honest effort; to look upon my work as an opportunity to be seized with joy and made the most of and not as a painful drudgery or to be reluctantly endured.

To remember that success lies within myself and my own brains, my own ambition, my own courage and determination; to expect difficulties and force my way through them; to turn hard experiences into capital for future struggles.

To believe in my proposition, heart and soul, to carry an air of optimism in the presence of those I meet; to dispel ill temper with cheerfulness; kill doubt with a

strong conviction and reduce active friction with an agreeable personality.

To make a study of my business, to know my profession in every detail, to mix brains with my efforts and use system and method in my work; to find time to do every needful thing by never letting time find me doing nothing; to hoard days as a miser hoards dollars; to make every hour bring me dividends, increased knowledge of healthful recreation.

To keep my fortune unmortgaged with debts; to save as well as earn; to cut off expensive amusements until I can afford them; to steer clear of dissipation and to guard my health of body and peace of mind as a most precious stock in trade.

Finally, to take a good grip on the joys of life, to play the game like a man; to fight against nothing so hard as against my own weaknesses, and endeavor to grow in strength a gentleman—a Christian.

So that I may be courteous to men, faithful to friends, true to my God, a fragrance in the path I tread."

THE AUTOMATIC GAS WATER HEATER IN SERVICE

By Clifton R. Hayes, Manager,
Fitchburg Gas & Electric Light Co.

I AM going to tell the reasons why, in Fitchburg, it was deemed necessary or at least advisable, to inspect every automatic gas water heater installation that was made prior to eighteen months ago.

Let us say first that just such an inspection has been made and we feel that we now are in a fair way to give satisfactory service, at least for a period of perhaps a year when it is believed that again it will be necessary to take an inventory of conditions.

We were not forced to our conclusions in this matter because of complaints of the customer. The worst cases of poor adjustments were found where nothing from the customer was heard.

When the automatic water heater with its many points of adjustment is considered, having in mind the varying conditions to be met, it is unreasonable to believe that a casual attempt to make proper adjustments will work out well at all. I do not mean by this that we here in Fitchburg are careless in making our installations. Those who are in a position to judge of conditions tell us that, if anything, more than ordinary care has been used in our work and also in following up complaints. Favorable expressions regarding our work have been made by nearly all the various water heater men.

It simply proves out to be a fact that high bills are not of necessity to be expected wherever an "automatic" is used. I venture to say it is not unusual to feature "convenience" rather than "economy" in making water heater sales. This is not to

be wondered at when we find automatic water heaters consuming from 30% to 50% more gas than is necessary and not only that, but we are told that the excessive combustion accounts for much of our water heater troubles involving repairs.

Difficulties with the pilot light resulting in explosions, some of which have been disastrous, are traced to causes not usually determined by the ordinary inspection.

A right and proper inspection and adjustment of an automatic water heater requires considerable time usually consumed in watching the operation of the heater and eliminating one defect after another. Needless to say much patience is required and no thought other than of the particular work at hand can be entertained.

Every heater after it has been installed should receive a careful inspection and some adjustments will usually be needed. All Hoffman automatics have always been inspected in this manner and we can say that we have had less trouble and complaint with this heater than with any other. We were not disposed to believe that this excellent condition of affairs was due solely to the features of the heater itself, but in no small measure to the care used by Mr. Frost, the Hoffman agent, to see that his heaters were operating as they should.

Those locally concerned and interested in this problem discussed the situation and it was found that Mr. Frost could be persuaded to give a similar inspection and overhauling where necessary in the case of all

our installations. The expense though was not tremendous.

We are of the opinion that our workmen now are more thoroughly informed regarding the water heater problem in that they have taken advantage of the opportunity to observe and learn of the methods of an expert who has had the benefit of a factory experience in the shops of a majority of the Water Heater Manufacturers in the country. It is interesting to know that even an expert hesitates to replace the copper coils in a heater knowing that the slightest derangement of the coils results in reducing the efficiency in some cases as much as 50%.

Proper tools are required to handle this work and they must be provided; the expense is not great however.

It seems that a very reasonable test to apply to any water heater situation is to know that you can unhesitatingly and without qualification refer to any prospective customer a complete list of every "automatic" in service. If there is the slightest hesitation to do this there is need of a careful inventory of conditions.

Conditions which have been found requiring attention are, not as a rule the result of improper installation. It frequently is a fact that the original adjustment does not serve satisfactorily after the heater has been in service some time. Minor derangements soon become accumulative in their effect and experience demonstrates that even though the customer has no complaint to offer there is much by way of improvement that a suitable inspection brings to light.

We are told that conditions in other cities if anything, are far worse than here in Fitchburg. We were even told that our conditions were excellent, but at the same time it was pointed out that our water heater expense to the company and to the customer could be cut down probably one-half if the proper form of oversight was given to our heater installations. We have tried it out and all concerned in our problem in whatever capacity, admit that the work as carried out has been thoroughly worth while and of the utmost advantage to the company.

GEAR CHANGING IN PREPAYMENT GAS METERS

By Edward B. Ryan, Foreman of Distribution,
Fitchburg Gas & Electric Light Co.

ON July 1st the price of gas in Fitchburg was reduced from \$1.10 net to \$1.00 net and it was necessary for us to change the price gears in approximately 6,000 prepayment meters. Owing to the fact that we sold an unusually large number of gas appliances during April, May and June, the changing of the gears without holding up our regular work was a real problem. Two years ago when the price of

gas was reduced from \$1.15 to \$1.10 net, it was necessary to only slip out one gear wheel and put another in its place, as there was only one tooth difference in the number of teeth in the gears.

This year the changing of the gears was more difficult, as we were obliged to change the position of the carrier arm. This was made necessary by the fact that with the one tooth change two years ago and the

two tooth change this year in the size of the price wheel, the carrier arm gear would not mesh with the price wheel gear.

Two years ago we got six men from the Malden & Melrose Gas Light Co. to assist in this work. This year we decided that we could handle the work with a lower expense per meter if we used local help. Accordingly, we hired eight men to take the place of our regular fitters helpers. The eight helpers, together with six other men who had worked for us at different times and who happened to be out of employment, constituted the gear changing force. This arrangement enabled us to carry along our regular work without a hitch of any nature.

The members of the new business department were of the opinion that the changing of gears would greatly interfere with the handling of the orders and were very much pleased when they learned that none of the regular fitters were to be used in the gear changing.

On the morning of June 14th the fourteen men who were selected to do this work met in our meter room and were carefully instructed how to change the gears. Each of the men spent the forenoon changing the gears in the meters we had in stock, and after this practice they were competent to go out on the work. Each man was equipped with a pocket flash light, small screw driver, stilson wrench, a supply of new gears and price stickers, a tee socket wrench, employees' badge and two cloth bags for carrying the new and old gears. In changing the gears the regular meter reading route books were used.

In many cases we found it necessary to disconnect the meters in order to change the gears and the

men we used in this work were able to do this. It was of course, essential that the men that we employed in this work should know our rules and regulations regarding the turning on and off of gas.

For the first two days the average number of gears changed per man was 25. After they became more accustomed to the work this average was increased to between 35 and 40 per day.

In work of this sort it was to be expected that we would receive a good many complaints, but the instances where the gears were not put in properly were very small in number. In cases where the consumer was justified in entering a complaint, we found that the trouble was caused by the failure of the men to tighten the screws which hold the carrier arm in position. In such instances the carrier arm gear was thrown out of mesh with the other gear when the first quarter was inserted and the prepayment mechanism failed to work. Arrangements were made whereby we were able to handle these complaints within a few minutes after they were received.

Although it was more difficult to change the gears this year than in 1913 we have shown a decrease in cost per meter. In 1913 the total cost of changing the gears in 4,654 meters amounted to \$507.26, or 10.9c. per meter. This year we changed the gears in 6,028 meters at an expense of \$448. or 8.1c. per meter.

This showing which we believe to be excellent is due in part to the fact that no teams or autos were used on this work. The work of the men was so laid out that the trolley cars were used in reaching the districts where the meters were located.

OUR ELECTRIC IRON CAMPAIGN

By Frank S. Clifford, Appliance Manager,
Fitchburg Gas & Electric Light Co.

FROM the gas stove, gas water heater and electric iron campaigns which we have conducted this season, we have drawn this conclusion; that there is no such thing as a community being so saturated with an appliance that it does not pay to push its sale each year during the most appropriate time. For five years we have had a gas range campaign in the month of April and this year we surpassed all previous records; we sold 87% as many water heaters as in our water heater campaign of 1913, in spite of the fact that we charged \$3.00 more for the heater this year; and we have just concluded the most successful electric iron campaign we have ever had.

In May, when we considered the matter of an electric iron campaign someone made the remark that the city had been well supplied with electric irons by the campaigns which we have had in previous years. Our first thought it did look as though the number of irons which could be added to our lines would be rather small, inasmuch as 900 out of 1,350 residential customers were using electric irons. The fact that with a lower price in 1914 our sales numbered only 130 as compared with 175 in 1913, also indicated that we could not expect to sell a very large number of irons this year.

In the campaigns of 1913 and 1914 the people were made aware of our special two weeks' offer by newspaper advertising, attractive announcements mailed to each prospect and window displays. After a careful consideration of the matter

this year, we decided that it would be advisable to get a higher price for the iron, and to use the increase in the profit over the campaign of last year in aiding the advertising with personal solicitation. In conjunction with the advertising and new business departments, we carried out the following plan:

In each of four weeks, we mailed a letter to one-fourth of our prospects, stating that within a few days we would deliver an electric iron to them, with the request that they do their ironing with it. In the letter, we stated that we would not attempt to tell them of the advantages of the electric iron, inasmuch as we wanted them to know the many good points of the iron from an actual test. We made it clear that the trial placed them under no obligations to purchase. A postscript was added to the letter which stated that we had a very attractive offer to make to them, but that we would not tell them of it until after they had given the iron a thorough trial.

We made a price of \$3.00 on the iron, payable \$.75 per month with the electric bill. The "nothing down, so much per month" idea has proven a great business getter. This has been particularly noticeable in our own gas water heater campaigns, and in the exceptional results obtained in the Springfield gas water heater campaign.

The price of \$3.00 gave us a margin of profit of \$1.10, and we figured that with this profit we could break even on the campaign.

We had the iron delivered by a man whom we employed temporarily

and who, though not a salesman, proved well fitted for this work. We instructed him to tell the prospects that he was told to leave the iron in accordance with the letter which had been sent to them, and that he was to show them how to operate it. He did not know of the terms of the special offer. Approximately 80% of the people who did not have electric irons accepted one on trial.

After the prospect had had the iron a week, our regular store salesman called and either closed the sale or took the iron. We tried the 'phone as a means of closing the sale, but the first three calls resulted in three requests to call for the iron and when our salesman called he succeeded in closing all three sales. We therefore gave up the telephone idea.

When we started the campaign, we figured that if we could sell 40% of the irons placed on trial that the campaign would be very successful,

but the results have exceeded our expectations and the proportion sold has averaged 55% of the number placed on trial.

It is well to make mention of the fact that we experienced no difficulty whatever in disposing of the irons after they had been on trial. As the irons were returned, we had our office boy polish and wrap them in white tissue paper, and as a matter of fact, after this had been done the new ones could not be distinguished from the ones which had been used.

The advertising department furnished us strong copy for the newspapers, and a large number of irons were sold in the store.

The total sales numbered 210. The \$231 profit on the irons sold offset the whole cost of the campaign.

At the present time there are approximately 1,100 electric irons in use out of 1,350 possibilities in Fitchburg.

HELPING THE OTHER FELLOW

IN AN organization made up of several departments, each man's work, of course, bears some relation to the work of the others. We sometimes find, however, that more effort is expended to "make good" as it were in the simple performance of one's own work than in any way having regard to the other fellow's work. It is generally conceded that that should concern the other fellow alone. But just let's see if that is so. Take two fellows of equal ability, insofar as their work itself is concerned. What do we find? One man interested in his own progress particularly, and un-

concerned as to the progress of anyone else with whom he is associated. He does not, however, impose upon others, nor does he crowd others down as he endeavors to forge ahead. In fact, it is conceded that this man's work is excellent. It is, however, a noticeable fact that this man does not go out of his way or bend a hair if his own individual efficiency is effected thereby. His own idea is to have his work right and he holds to the belief that if the "other fellow" does the same that everything will run along like any well organized team.

Compare, however, the effort of

that other man we have in mind. He knows his job and how to do his work well. As a matter of fact he believes that this much is generally conceded and to be expected. He has also a grasp of the whole scheme of operations. He views it something as he would a machine, the smooth running of which is not tied down and fixed to the actual meshing of gears, or perhaps certain fixed rules. To him there seems to be a flexibility with a certain degree of go and come, all of which permits an irregularity of action unless each man uses his brain, as it were, in executing his work, having in mind always what the other fellow is doing and why. The important thing to him is that the net result of the united action of all concerned shall be the most effective possible.

How does this man go about his work? He knows his job and therefore has time to give a little thought to the other fellow's work. He sees where a word from him will help a lot. Yes, perhaps the other fellow would have fallen down without the "tip" from him. These fellows perhaps are competitors. How easy to have let the other fellow fail! But how about the company's welfare in the meantime? That's the import-

ant thing and it should never be sacrificed to one's own individual interests. This man's aim seems to be to constantly be on the lookout to see that his own effort and work is timed so as to make the work of the other fellow a bit more effective and valuable to the company.

What is the result? The first man gets credit for doing his work right, but that's all. The other fellow gets the credit for doing his work right—plus! Yes, he has been doing more than the first man, and it is only too apparent that he is worth more to the company. But can you make the first man believe he is not worth just as much as the second man? You certainly can not, and indeed it is difficult to make him see the value to himself of "helping the other fellow."

Those who are in a position to pass upon the work of such men sometimes are at a loss to know why they gladly raise the salary of one man and at the same time refuse another an increase. They sometimes are accused of playing favorites, but those who can see beyond know the reason and the justice of their decisions.

Co-operation is really nothing but just helping the other fellow.

THE VALUE OF PRESSURE CHARTS IN GAS DISTRIBUTION

By G. Warren Stiles, Superintendent,
Fitchburg Gas & Electric Light Co.

IT HAS always been the practice of the Fitchburg Company to maintain pressure charts in the outlying territory and the value of this system worked to good advantage a short time ago when the pressure

in Cleghorn and West Fitchburg began to drop to one inch.

Cleghorn and West Fitchburg are about two and three miles from our works and are supplied through an 8" pipe taken off a 24" about a

mile from the works and a 4" line from the south side which was laid by us about two years ago. The charts began to show a drop in pressure during the peak between 11 and 12 o'clock, and it was quite evident that something was making the pressure fluctuate about one inch, making a small blot on the chart.

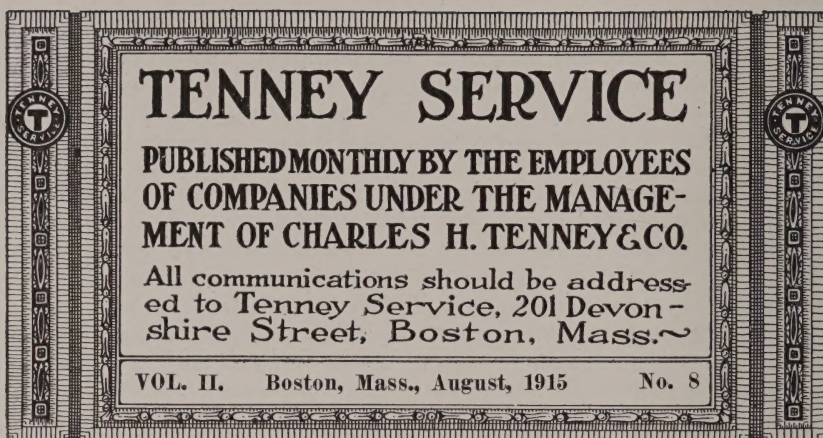
As this same condition appeared on both charts we came back nearer the works and located another chart, this being located close to a section of sewer installed a year ago, and this is where the trouble showed up to good advantage. We obtained quite a fluctuation back farther on the 8", but it was not the same character as the first. We opened up the street and tapped a 1½" hole to get the fluctuation if possible, but as this would not show except during the peak we were obliged to tap more 1½" holes to see if we could not with these holes all open create a drag on the main sufficient to cause the water to slush back and forth. If one is not careful the drop in pressure back of the slug of water and in front will fool them. In this case the water closed off the 8" supply leaving the 4" to take care of the territory every time it slushed ahead, due to the high pressure behind and the low pressure from the 4", and when the water dropped back it caused a reduced pressure in the 8" for quite a distance while it was rebuilding the pressure ahead.

Pressure charts will locate almost exactly the location of a stationary

stoppage, but with water in your pipes working the pressure up and down on both sides, it is best to get a hole in the pipe at the street or follow along service pipes if you have any on the line, and if you get within a short distance of the water you will be able to hear it pound in the pipes while you have the plug removed.

We found one pocket with 5½" of water in the 8" and two days later another showed up with the same depth of water, but for a longer distance, and neither one caused any trouble until the peak load between 11 and 12 o'clock. We created this same condition by opening up and tapping enough holes along the section of sewer, the holes also giving us the condition of the main at the different places. Drips were installed where the pipe had settled, as the location of the pipe under the street railway rails made it impossible to level the pipe. All joints were remade and we hope the pipe has settled as far as it is going to, as the sewer has been built over a year.

Three years ago we located pressure charts at various times in all parts of the city and were able to locate quite a few sections that contained dead ends with a low pressure. We looped as many dead ends as possible and now have regular locations for pressure charts so that if anything happens to the pressure north, east, south or west of the works our charts being collected daily will show it at once.



Good Health

OUR happiness and general well-being are very largely dependent upon good health.

Employers have scant use for a chronic grumbler. The man with many ailments is a nuisance anywhere you put him.

Girls are inclined to look askance at the rickety young man with weak eyes and a tender throat.

Wives patiently put up with ailing husbands, for suffrance is the badge of all their tribe, but the normal woman wants a healthy mate. The chronic grunter should remain single and hire a trained nurse.

A high authority has stated that all the world loves a lover and it is equally true that all the world hates a grunter.

Health is really a habit and the easiest way to acquire the habit is through temperate and rational living.

And if we are to have a body entirely sound we must have a healthy mind.

Moreover, we should look to ourselves for health and not to the doctors.

People who are continually fussing over their sensations are headed for the hospital. Disease comes to those who are ever ready to welcome it with open arms.

Good health is within the reach of nearly everybody and it is dirt cheap. All that it costs is a sustained effort that soon becomes a pleasure.

Therefore, let us all acquire the health habit. Let those of us who have it, keep it, and those who lack it, win it.

Here is a formula, which, for obvious reasons, we will call the Concord Formula. The twelve rules that follow are beacons on the royal road of health:

First—Get up early and get up smiling.

Second—Eat a breakfast composed principally of food.

Third—Breathe deeply in the open air and while so doing keep the mouth shut.

Fourth—Eat with moderation but always satisfy a healthy hunger. Note well that the gnawing created by a cocktail is not appetite but inflammation.

Fifth—Learn to like simple food.

Sixth—Exercise at least two hours a day in the open air. We recommend walking, golf, working in the garden, playing with the children—or dogs. Eccentric demonstration with indian clubs and dumb-bells is not exercise.

Seventh—Sleep eight hours in a well ventilated room.

Eighth—Keep busy about something but don't fuss.

Ninth—Learn to relax and cultivate the art of sitting still. When you rest, relax every muscle and turn your thoughts into pleasant channels.

Tenth—Cultivate an obliging disposition. Self sacrifice and personal service insure a healthy circulation of the blood.

Eleventh—Keep your temper. Anger is a poison that does more harm than the offence that provokes it.

Twelfth—Love your friends and forget your enemies that your days may be overflowing with useful work and your nights filled with sweet dreams, and health, and quiet breathing.

A CAUTION

WE ARE now in the midst of the half-holiday and vacation season and it will be a good idea for those who take outings to be very careful how they expose themselves to the rays of the sun.

Many men return from a day's outing with severe sunburns due to over exposure. A good coat of tan is all right, but if it is to do any good, it should be acquired in small doses.

It should be borne in mind that it is not always the brightest sun that produces the most serious burns. A partly cloudy day on the water will burn some men to a crisp.

To a man who is not in first class

physical condition the result of a day's outing is oftentimes disastrous. Playing base ball, running, jumping, swimming and other forms of outdoor exercise will break down more tissue than is easily restored.

If you wish to enjoy our occasional summer holidays, do some physical work during the week, or, in other words, train a little for your outing. This rule holds good for your summer vacation. Get into condition before you go and you will have more time to enjoy yourself.

These friendly admonitions do not apply to those who indulge in the gentle art of gardening or to those who play the ancient and royal game of golf. The gardener and the golfer are always in condition and may frolic in the open air regardless of the boreal blasts of winter or the deadly heats of the summer solstice.

THE DIVINE RIGHT OF STATES

IN OLDEN times there was a superstition that the king could do no wrong, and to a certain extent that superstition is alive and doing business today.

The modern judicial machine has no method by which it can reverse itself and do justice to an individual it has wronged.

The state holds its citizens responsible for their mistakes or their crimes, but the state is not responsible for its blunders. It takes refuge behind its claim of sovereignty and that is a form of the old superstition that the king can do no wrong.

The state may take the property of an individual for public use and recompense the owner. This custom holds in all civilized countries under the plea that the public good demands that the state shall take the thing it needs.

When the state commits a wrong against property there is redress, but when it commits a wrong against a person, no redress, under present conditions, is possible.

It is strange that in a government like ours the state takes account of property, but is not responsible for a judicial blunder that deprives an individual of liberty or life.

It would almost seem as if our fathers had overlooked one of the fundamental rights of men.

It is interesting to note that in Switzerland and New Zealand, the individual has a claim for money damages for illegal arrest and punishment, and if an individual is unjustly executed the heirs have ground for action.

THE MOB

THE MOB is an irresponsible, unthinking, dangerous mass. It destroys, but never constructs. It criticises, but never creates.

A mob is always wrong because when it accidentally does the right thing it does it the wrong way.

No wrong was ever righted or any cause ennobled by a mob. It is the unclean spirit of barbarism.

A mob is always cruel. It has but one aim and that is destruction.

The spirit of the mob stalks abroad in our land today. Every week furnishes a fresh victim of its malignant cry for blood.

The demagogue is the leader and instigator of the mob. He appeals to the passions and ignorance of mankind.

To still the voice of the demagogue and check the growth of doubt and apprehension requires statesmanship and patriotism of a high order. It is the work for the big men of today, but every citizen, no matter how humble or obscure, can put his shoulder to the wheel and help.



THE VELVET HAMMER

(From the Springfield Union's "Hall of Fame")

WHO EVER thought that such events would ever come to pass?

A company reducing the exalted price of gas! and not by admonition of the Council or the Court, but just to save its pure repute and keep its good report! The town should vote to buy a pair of splendid rubber wings for him who has accomplished such before-unheard-of things.

Charles Tenney vends the fragrant gas and sells the furtive juice for purposes of industry and of domestic use. He spreads through all the countryside his warm and zippy wires; a dam across the river is the goal of his desires, to make the old Connecticut revolve the turbine wheels, and thus propel us to our work or take us home to meals.

Another large and heavy plan on which he likes to dote is traveling from Holyoke to Hartford via boat. The dams and locks and millponds if constructed per his wish would make the river an attractive residence for fish; and many cod and blues who now prefer Long Island Sound would find sufficient swimming here to make them stick around.

He labors for the city's weal, and labors for it well; he helped to build the Kimball, which, you know, is some hotel. He's always busy on the job to build and boost the town, to laud its great advantages and spread its wide renown. So let us join together in this hymn of joy sincere, and thank our jolly Springfield luck that Charles H. Tenney's here.

THE OWNERSHIP OF PUBLIC UTILITIES

By H. D. Larrabee, Manager,
Consolidated Lighting Co.

THERE is occasionally seen in the editorial and other columns of certain of our daily newspapers some reference to the idea that all utilities should be owned and operated directly by the government—sometimes the suggestion is in the form of having the municipality operate their gas and electric plants. Sometimes that the state should take specific measures to conserve all the water which falls and sometimes that the Federal government shall take over the express companies, railroad companies and other things. In many of these articles, especially those which bear upon municipal operations there is occasionally brought out a comparison of the prices paid for a service under different conditions. There was recently an editorial in one of the papers bearing on this latter point, making comparisons between the cost of street lighting service and domestic lighting service in Buffalo—and the cost of the same service in Cleveland and Toronto, which comparisons are manifestly unfair.

The serious part of such comparisons is that a great many people who really ought to know better make statements which are absolutely without meaning. Something is said to the effect that the utility should belong to the people and that the people should get the benefit from the operation thereof. It is a fact which can be easily discerned that any utility at the present time, whether it is operated by a private corporation or a municipality, does as a matter of fact belong to the people. It is difficult to see the differ-

ence so far as the ownership of the thing is concerned—whether the outfit is privately or municipally operated because in either case the securities which represent the actual ownership of the utility are owned by a large number of people and furthermore these securities are in general owned by the same people, or at least the same class of people who would purchase municipal bonds. If securities are issued by the private corporation to cover the development of a certain utility and the securities are handled through the ordinary channels of banking houses and eventually so in comparatively small lots to people seeking investments for their savings which is absolutely the same condition which obtains when a municipality issued its bonds to cover the same or similar class of property. In other words, the people own it anyway—that is one fact which no amount of unsound argument can change.

Now the ownership of the utility being the same, whether privately or municipally owned the profits due to such operation must and do go to the same place, namely, to the people. If we should grant that it is the aim of municipally controlled properties to operate at absolutely no profit and take up what might otherwise be a profit in reduced rates we are then brought to the conclusion that the only difference in rates which would thus obtain between the privately and municipally operated utility would be this profit. The profit in most of our states which a utility is allowed by

commission laws to earn is pretty definitely limited so that if a profit of 6% is actually obtained the utility is being operated in pretty good manner. If, therefore, the utility at Buffalo, which is undoubtedly operating under very strict commission supervision is earning on a residence lighting rate of 10c. per K W H 6%, or even 10%, how much can the utility at Toronto which obtains its power from precisely the same source as does Buffalo be earning on a rate of 3c. per K W H for the same service? The comparison is absolutely absurd and the only conclusion which can be drawn is that the real factors which enter into the Toronto situation are either not known by people who make such comparisons, or else they are deliberately covered up.

The ownership of the property is with the people no matter who operates it and the maximum difference between a property operated at a

profit and one operated at no profit is certainly not over 10%. For this 10%, if there actually does exist that difference, the consumer is getting in the average case about 100% better service from a private corporation than is obtained from a municipally operated utility because the actual sad experience has been that the latter proposition is not operated at anything like the efficiency obtained by a private corporation.

The articles noted in papers have not been particularly strong in their recommendations for municipally owned utilities, but have been rather in the nature of a whine to the effect that people ought to be considered and it is the absolute lack of foundation for such statements which would make them ludicrous were it not that there is always a strong chance of such things being taken seriously.

TWO VIEWS OF NAUMKEAG MILLS



Destroyed by the Great Salem Fire,
June 24, 1914



New Naumkeag Mills, June 24, 1915



What the Papers Say About Us

LIGHT MAKERS HAPPY

Rockland Light and Power Company Employees Hold Annual Field Day

(From the Haverstraw Times)

IF they were not men of "light and learning," they certainly were men of light and laughter on the occasion of their third annual field day at Rockland Lake Park on Saturday, July 3rd. Eighty men strong, headed by Manager E. C. Peebles and our "Dory" Odell, representing every department of our popular public service corporation gathered at Rockland Lake Park from Haverstraw on the north, Nyack on the east, Tenaflly on the south and Suffern and Hilburn on the west, bounding the territory served by the Rockland Light and Power Company.

After the clan had assembled in the early forenoon the skill of the men were tested in a series of closely contested athletic events, after which a bountiful breakfast was served in the hotel restaurant. The games were conducted in the afternoon under the capable direction of Mr. Odell until dinner time about 4 p.m.

Following is a list of the athletic events with names of the prize winners and second place men:—

100 yard dash, F. C. Perry, 1st; W. Mooney, 2nd.

Putting shot, N. E. Schriver, 1st; A. Palmatier, 2nd.

Broad jump, F. C. Perry, 1st; F. Tygert, 2nd.

Rope throwing, N. E. Schriver, 1st; A. Palmatier, 2nd.

Three-legged race, H. Tasman and W. Mooney, 1st; W. Manuel and N. E. Schriver, 2nd.

Throwing base ball, F. Tygert, 1st; P. McDowell, 2nd.

Sack race, W. Mooney, 1st; P. Hoselbarth, 2nd.

Tug of war, N. E. Schriver, W. H. Miller, S. C. Miller, C. C. Strack and J. B. Hart, 1st; E. Ackerley, A. Palmatier, F. Scott, J. Fehsal and H. Fletcher, 2nd.

One half mile run, W. Mooney, 1st; F. C. Perry, 2nd.

Base ball game, 11 innings, Captain Tygert's team, 5, and Captain Ross' team 4.

The field day outing of the employees of the Rockland Light and Power Company is an established

annual event and speaks highly of the cordial relations existing between this institution and its employees.

Everyone present voted the breakfast and dinner first class and the service accorded them in the park all that could be desired.

After rousing cheers that rivalled

the bombardment of the blasting in the output of sound for everyone that had contributed to their day's enjoyment, the men boarded their automobiles and the company's big Mack truck and rode away to their respective posts in the company's territory.

PULMOTOR SAVES LIFE OF WINTHROP BOY

Prompt Work by Dr. J. W. Potter, and William McAulay and Harry Thompson of the Suburban Gas & Electric Company, Saves Boy's Life

(From the Revere and Winthrop Budget)

THE prompt use of a pulmotor, owned by the Suburban Gas & Electric Co. and hurried to the scene by the Revere police, saved the life of Thomas Blake, Jr., 14, of No. 30 Siren street, Winthrop, who was caught in the undertow while bathing near Shirley gut on Wednesday last. An unknown man pulled the boy from the water and he was revived by the pulmotor.

The pulmotor was operated by Dr.

J. W. Potter, and he was assisted by William MacAulay and Harry Thompson of the Suburban Gas & Electric Co. After about 15 minutes' treatment the life spark was revived in the apparently dead lad. To this treatment, and the haste with which the police got the pulmotor on hand, the boy owes his life.

This is the second case of the kind within the past three months.

ARTICLES STILL IN GOOD CONDITION

Box Placed in Cornerstone of Original Operating Station of Salem Electric Light Plant Unearthed

(From the Salem News)

YESTERDAY afternoon at the Salem Electric Lighting plant on Peabody street the workmen unearthed a tin box, in poor condition, which was deposited under the cornerstone of the original operating station, when the building was erected in 1889. The box was 7½ inches wide, 10 inches long and two inches

deep, and contained several articles of interest.

Written on several sheets of note paper is the following list of directors of the company: Charles H. Price, president; James F. Almy, vice-president; Henry M. Batchelder, treasurer; Israel P. Harris, George M. Harris, Benjamin W. Cur-

rier, Zadoc A. Galup and S. Fred Smith; superintendent, Alphameo Morrill; electrician, J. F. Galletly. Arc lights first turned on December 20, 1881; company chartered in January, 1882; capacity of station in West yard and auxiliary station at Adamanta works, Salem Neck, 11 arc dynamos, with capacity of 330 arc lamps of 200 candle power each, and two incandescent dynamos, direct current system, a total of 800 16-candle power lamps. City of Salem has in use in the streets 160 of the 2,000, candle power open arc lamps. Original capital of the company, \$10,000, increased from time to time, to March 25, 1889, when it was \$140,000. (The present capital is \$495,000). Other articles are the Salem Register, Palfrey & Walton, publishers, of April 8, 1889; Salem Gazette of April 9, 1889, Nathaniel A. Horton & Son; Salem Observer, April 6, 1889, George W. Pease & Co.; Salem News of April 9, 1889. With the exception of the Observer all of the newspapers are in fine condition.

A pamphlet containing the argument of A. D. Chandler, Esq., demonstrating before the committee on manufactures of the legislature

relative to the manner of conducting commercial utilities.

Fourth annual report of the gas commissioners of January 8, 1888.

Salem city documents of 1888.

Individual cards were as follows: Alphameo Morrill, superintendent; George L. Hyde, bookkeeper; H. C. Patterson, engineering department of the Thomson-Houston Electric Company, Boston; William H. Chapman, inspector of construction of station and resident engineer, William Pickering, Jr. & Co.; McIntire & Abbott, contractors; S. Fred Smith, superintendent New England Telephone & Telegraph Company; C. H. & J. Pirce, I. P. Harris & Co.; I. P. Harris, Read & Co.; Almy, Bigelow & Washburn, and Holyoke Mutual Fire Insurance Company, Salem.

Report of the Merchants' National bank at the close of business, December 12, 1888, signed by Henry M. Batchelder, cashier, the present president of the bank.

The company will have a new and larger box made of copper, and all of the foregoing articles and others relating to the present will be placed in it, and it will then be placed under the cornerstone of the building now being constructed.

STATE INSPECTOR "LIGHTS" ON CITY

Gas Facilities Must Be Installed in Auditorium Forthwith—
State Law Requires

(From the Springfield Union)

THE city property committee will have to go before the finance committee and the City Council with a request for an additional appropriation of \$150 for gas lights in the Auditorium owing to a peremptory order received from Ernest

E. Cleveland, state building inspector. After the communication from the state inspector stating that in view of the safety of the public, the statute requiring a double lighting system in public halls would have to be enforced, the city property com-

mittee at once communicated with the Springfield Gas Light Company, and was assured that the installing of gas equipment in the building would at once be investigated and would be done for the sum named.

Two gas lamps must be installed in the corridor in the front of the building. This has raised a serious question in the minds of the committee if drilling the marble will not prove disastrous to the facing. Alderman Henry Martens, chairman of the committee, was especially concerned over the possibility of injuring the marble and at his request the company agreed to employ an expert to investigate the result before the work will be done. In view of the order of the state inspector the city property committee has no choice but to obey, whatever the result may be.

Gas lamps were placed in the Auditorium proper at the time it was built and these will only need to be fitted with globes and stopcocks. The

mahogany room also will have to be supplied with gas, and it is the intention to place a lamp at each door. The banquet hall in the basement is fitted with gas lamps in a way similar to the large hall. The expense after the lamps have been installed will not be large, since the gas will be used only when electric lights fail.

It was rather rough on the city property committee last Monday evening, that after visiting the Auditorium to inspect the building to see how the order of State Inspector Cleveland could be carried out, the advisability of double lighting was forced upon it when the electric lights failed in the City Council chambers. The lights were out twice for several minutes at a time. Chairman Martens, however, states that supplementary gas lights are placed in City Hall and these were not lighted owing to the expectation that the electric current would return soon, as it did.

MOTOR DRIVEN MACHINERY

Improvement in Stitching Rooms a Marked Feature in Shoe Making Progress—Gannon Factory a Fine One

(From the Salem News)

DURING the run on military shoes there was a remarkable improvement in stitching rooms at the shoe shops. New machines were introduced. Stitching room methods and conditions were improved.

Some of the new machines are very useful. They stitch better seams, or they fold and press edges better than such work was previously done. Some will make as many as 3,000 stitches a minute. However, speed is not always sought in stitching room work. There is such a

thing as a machine going too fast. Excessive speed confuses the operator. It also is apt to snap strands of the threads.

The electric motor has had a great deal to do with improvements in stitching room conditions. It provides for uniform power, and for clean power. Cleanliness is very necessary.

It was particularly so when the fancy shoes were being put through the factories. It also is necessary for the good running of the ma-

chines. Machinery men say that 70 or 80 per cent. of the troubles with stitching room machines arise from oil and dirt gumming up parts of the machine.

There has been during the last few years a decrease in the number of contract stitching shops. Manufacturers who used to send out shoes to be stitched on contracts

now have stitching rooms of their own.

The contract stitching shops were useful for teaching the art of stitching shoes to beginners. Now that there are few contract shops, few stitchers are being taught, except in such cases as manufacturers have arranged to teach stitching in their own workrooms.

A 2 IN 1 CLAMBAKE

Gas Light Company Employees Have a Fine Time at Their Annual Outing—Tenney Service Does Not Obtain for the Public Only, but for All Employees as Well

(From the Springfield Homestead)

A "TWO in one" clam-bake was given a trial by the Springfield Gas Light Company last Saturday and proved a great success. Over a hundred employees sailed down the river

to be off with its load of busy public service workers. Sandwiches, coffee, cigars, and music furnished entertainment on the barge till Riverside was reached. There the first and



Morning Crowd—Springfield Gas Light Company Outing

to Riverside Park at 10.30 A. M. and enjoyed a "bake" and the sports which had been scheduled, returning in time to relieve about 200 more for the afternoon. These, together with the officials and office force started promptly at one o'clock for the boat landing where Lewis' barge lay anchored eagerly waiting

perhaps most interesting event was the appearance of the kind hearted photographer of The Homestead, "Perk," to take a picture of the crowd. The result, however, was not so bad as might be expected. This agony being over, the sports in charge of a committee composed of Mr. Milliken, Mr. Belcher, Mr. Hall, Mr. Fox and

Mr. Murphy, were immediately started. The following were for the men: ball throw, won by Moore; three-legged race, by O'Brien and Belcher; shot-put, St. Germain, Tug-of-War, by Otto's team. In the morning there was only time for the fifty yard dash which was won by La-Cross.

A list of dignified sports had been

of steamed clams announced the fact that the "bake was on" and it was declared by all to be the "best bake ever." Everything from clams to watermelon was prepared to suit the most fastidious taste and was heartily enjoyed by all. As soon as the appetites had been more than satisfied the prizes were awarded by the Treasurer, Mr. E. Milliken, who made



Afternoon Crowd—Springfield Gas Light Company Outing

arranged for the ladies with a fifty yard dash as a starter. This was won by Miss B. Swanson. The sack race, lacking in grace, but not in amusement, came next in which Miss Royce took the prize. The potato race was won by Miss Lindsey; ball throw by Miss Kilner and Egg race by Miss D. Newton.

Promptly at four the delicious odor

a fitting speech with each presentation.

The Gas Company officials believe that "all work and no play" would produce the same effects upon their employees as upon the proverbial "jack," and for this reason these outings are enjoyed once a year and are thoroughly appreciated by all the Tenney Service Employees.

TENNEYGRAMS



CONCORD ELECTRIC CO.

John M. Ahern, Correspondent

As has before been extolled in this column, Storekeeper McLeod is considered the Harry Lehr of Concord's younger set as a producer of social thrills. The latest product of his avocation was a cottage party at Lake Winnepesaukee during the last two weeks of July. The writer, having been invited in consideration of due press notice, it is hoped that this true journalistic effort will be received with more favor than was the last when the terse comment was, "Cut that Bingville Bugle stuff."

A new rate for electric power went into effect August first, automatically doing away with all power rates then extant.

Harold Crosman, indexer of meters, is about to become eligible for the Benedicts' Baseball Team. The customary advice has been given and, although the exact date is not divulged, it is understood that Ted will read this item by his own fireside, with that full contentment and sense of arrivedness which characterizes the newly married man.

In harmony with the spirit of public uplift which has ever characterized the Concord Electric Company, Miss McGowan and Miss Mercer sallied forth recently determined to open up the public bath in the Merrimac River to women and girls on Saturday afternoons. An audience with the Mayor was engineered by Mr. Chase and the two disciples of Susan Anthony entered the sanctum of the city's chief executive. The Mayor being a practical man, greeted them with the remark, "You girls don't look as if you needed a bath." The result of the conference was the request of the Mayor that the girls get a petition signed by the members of the fairer sex, who wished to swim in the river. Twenty-four hours was time enough for these two hustlers to sign up one hundred and fifty would-be-Annette Kellermans and the Mayor was greeted with the petition as he entered our office the next day. "You won't find any of those names on tombstones, Mayor," offered the office comedian. "Nor on the check lists, either," flashed the ever ready statesman. In the local papers that night appeared the notice granting the petition and now any Saturday afternoon Molly and Jo may be seen (from afar) gaily splashing up and down the river, to the disgruntlement of the small boy who formerly reigned supreme at the "ol swimmin' hole," arrayed only in his birth-

day clothes. Apropos of all this it is but fitting to proudly state that when these two girls set out to do anything, it's done.

HAVERHILL ELECTRIC CO.

Thomas D. Bond, Correspondent

"To achieve success, men can who think they can, and those who can't are canned."

Outing

On June 26th, 1915, the Exeter and Hampton Electric Company and the Haverhill Electric Company had their joint outing at Hampton Wil-lows. We went in autos arriving at the beach about 12.30 where a nice lunch awaited us.

After lunch various athletic sports were indulged in. Haverhill was lucky, capturing all but one of the events.

The results of the sports follow:
Fifty yard dash, won by C. W. Gordon, Haverhill; prize, Thermos bottle.

12lb shot put, won by Conlon, Ex-eter; distance, 33.9 feet; F. F. Hall, second, 33.6 feet; prize, pocket knife.

High jump, won by Thomas Gam-mon, Haverhill, height, 4.3 feet; prize, fielder's glove.

Running broad jump, won by Jack Clifford, Haverhill, 15 feet; second, tied between Gammon and Ball, 14.4 feet; prize, flash light.

Managers Ball and Baxter offici-ated as judges.

The ball game came next, teams being selected from the single and married men. After some contest the single men pulled out winners by the score of 13 to 10. Features of the game were the two home runs by Priest and Conlon.

The score:

Single Men

	ab	r	bh	e
O'Regan, c	3	1	1	0
Elkins, 1b	2	2	1	0
Clifford, ss	2	3	1	0
Hilliard, 2b	3	1	2	0
Gammon, p	4	0	0	0
Bond, rf	4	2	1	0
Calhane, cf	4	1	1	0
Conlon, 3b	4	1	1	0
Burns, lf	3	2	1	0
Totals	29	13	9	0

Married Men

	ab	r	bh	e
Keller, rf	3	1	0	0
Gordon, rf	1	0	0	0
Byers, p	3	1	0	0
Pluff, bb	3	1	0	0
Ball, ss	1	0	0	0
Hurn, ss	3	1	1	0
Thurlow, lf	4	0	0	0
Mace, cf	3	1	1	0
Watson, cf	1	0	0	0
Perry, 1b	5	1	1	0
Priest, c	2	5	2	0
Woodes, 3b	4	0	2	0
Totals	33	10	7	0
Single men	11	4	2	1
Married men	0	3	1	1

Single men ..1 4 2 1 0 0 4 1 0—13

Married men .0 3 1 1 0 0 2 2 1—10

Umpires, Baxter and Palmer.

Score, C. E. Haseltine. (He doesn't vouch for the scores; he rather feels that there may have been one or two errors made).

After the ball game all returned to the beach, where a fish dinner was served at the Hillcrest Inn. Af-ter dinner we all did as we pleased and returned home at 9 o'clock.

The committee in charge was as follows: James E. Frank, chairman; Robert Glines, Thomas D. Bond and Manager G. D. Baxter of Exeter.

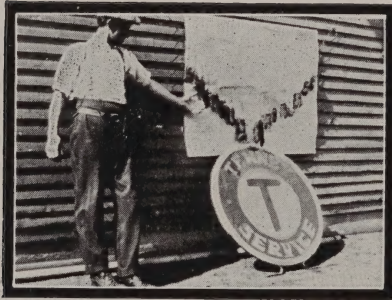
On June 29th the new \$300,000. Haverhill National Bank was opened to the inspection of the public. All

evening Haverhill's only skyscraper was illuminated by electric lights from top to bottom. There are two elevators, using 30 H.P. We had a man at the building all evening to insure "Tenney Service."

MALDEN ELECTRIC COMPANY

H. K. Brown, Correspondent

The accompanying photograph shows the results on Foreman Joseph Reardon's pest after an exciting few moments in the stable. The application of "Tenney Service" made



a complete job. A post-mortem by our naturalist, Harry Richardson, informed us that they are rodent mammals, or small quadrupeds, otherwise known as RATS.

On the morning of July 14th, Eugene Thorenson of the meter department informed us of the arrival of an eight-pound girl at his home.

It may be interesting to our "Movie Fans" to know that an outdoor moving picture show was given on the evening of July 5th, at Ferryway Green, by the Auditorium Amusement Co., for the City of Malden.

Our Power's Moving Picture Machine was mounted on our No. 11 electric truck and current was sup-

plied from the batteries. A special permit was obtained from the district police for this exhibition and the results were far superior to the use of alternating current.

Seven thousand feet of film was shown, using only 42-ampere hours.

The truck was roped off and policed by two officers in the field during the exhibition.

Some two thousand people enjoyed this safe and sane entertainment.

ROCKLAND LIGHT & POWER COMPANY

T. F. Odell, Correspondent

On July 3rd our third annual outing was held at Rockland Lake Park and seventy-eight of the men who assist in making the concern a success joined in the spirit of the occasion. Motor trucks and runabouts conveyed the party to the grove, which had been rented for the day, and there a program of sports and other amusements was thoroughly enjoyed. Running races, broad jumping, rope throwing, three-legged races and baseball were all on the card.

N. E. Schriver was the big feature of the day. In fact, Mr. Schriver was two hundred and forty-five pounds of feature. But his tonnage did not prevent him from grabbing a large assortment of prizes, and he wound up the day by playing second base for the winning ball team.

There was plenty to eat. Lunch was served shortly after 11 o'clock and at 4.30 p.m. dinner was enjoyed.

The baseball game was between teams captained by Tygert and Ross. After eleven innings of brilliant work Tygert's team carried off the victory by a score of 5 to 4. The contest was well played throughout

and created plenty of excitement.

The athletic events were closely contested and the winners of first and second places received valuable prizes.

Results:

100 yard dash—1st, F. C. Perry; 2nd, W. Mooney.

Putting shot—1st, N. E. Schriver; 2nd, A. Palmatier.

Broad jump—1st, F. C. Perry; 2nd, F. Tygart.

Rope throwing—1st, N. E. Schriver; 2nd, A. Palmatier.

Three-legged race—1st, H. Tasman and W. Mooney; 2nd, W. Manuel and N. E. Schriver.

Throwing baseball—1st, F. Tygart; 2nd, P. McDowell.

Sack race—1st, W. Mooney; 2nd, P. Hoselbarth.

Tug of war—1st, N. E. Schriver, W. H. Miller, C. C. Strack, J. B. Hart, S. C. Miller; 2nd, E. Ackerley, A. Palmatier, F. Scott, J. Feshal, H. Fletcher.

One-half mile run—1st, W. Mooney; 2nd, F. C. Perry.

Boat race—1st, C. C. Strack; 2nd, H. R. Ebbets.

Manager Peebles and Theodore F. Odell, who had charge, were given a vote of thanks by the men.

"A Million a Minute"

The above remarkable record was made by our cashier's department in cashing the check of James T. Squirt, Esq., on Wednesday, June 30th, 1915. The payment was made with \$750,000 of gold coin and \$250,000 in currency in just one minute. The payment of this large sum of money on demand and with no advance notice without disturbing in any way the usual volume of cash carried for the day's business

speaks well for the flexibility and sound financial system on which this office is conducted. Mr. Squirt was very profuse in his thanks for the accommodation, and extended to the whole office force a very cordial invitation to visit this great film play of "A Million a Minute" when produced.

It takes a Real Man to fill the position of superintendent in our brick yard district as the following incident will illustrate:

Answering a 'phone call the other morning the following dialogue ensued:

"Is this the cashier?"

"Yes."

"Well, listen, Mr. Cashier, a fresh young guy from your office came in here just now and because I would not pay my bill, started to take the meter out; now listen, I have just thrown him out in the street and I want you'se to understand that I will do the same with anyone else you send. If you don't believe it, come up yourself and try it on."

"But, Mr. Casey, don't you know you are violating the law by such action?"

"Law be —, I am the law in this district, and I am going to pay that bill when I get — good and ready. You hear that, don't you?"

And the receiver was hung up with a bang.

Mr. Schriver, the local representative, was informed of the existing conditions and immediate action requested. In about half 'an hour the following report was received over the 'phone:

"This is Schriver. Collected Casey's bills. He said if I wanted the money or the meter I would have to lick him to get it. I did. Parted good friends. Advise me if next month's bill is not paid promptly."

SALEM ELECTRIC LIGHTING CO.

W. P. Verry, Correspondent

June 24th, St. Johns day, was a red letter one for all of the 1,200 Masons who were in any way connected with the exercises attendant upon the laying of the corner stone of the \$200,000 temple being erected at the corner of Washington and Lynde streets, on the old Colonial House site.

This is the first Masonic Temple in Essex County and will be the largest and most up to date business block in this city.

Cobb, Bates & Yerxa Co., wholesale and retail grocers, have leased the entire first floor. There will be eighteen offices on each of the second and third floors, and the fourth will be used for Masonic purposes. There will be a large banquet hall with a seating capacity of 500 on a mezzanine floor over the fourth story.

The electrical equipment will be quite elaborate, the plans calling for 1,493 outlets with a total of 2,019 lights. There will also be eight motors used for freight and passenger elevators, exhaust fans, etc., totaling 90 H.P.

Superintendent Harry Kingsley was one of the prime movers in getting the temple built, as per the following article from the Salem News:

"The Father of the New Temple"

"As a part of the official record of today's Masonic ceremonies in connection with the laying of the corner stone of the new temple, it would seem fitting to call special attention to the part played by Harry Kingsley, past master of Starr King lodge and secretary of the Temple association. Mr. Kingsley has been termed 'the father of the temple' in that

he was the moving spirit in the project a decade ago and has devoted much time and energy to carrying it to a successful completion, besides keeping the organization together in its earlier days. This statement is made by the News, with no disparagement of the splendid work of all Masons, but in order that due credit may be given in the edition to be enclosed in the corner stone."

Our chief engineer, W. H. Barnard, who is president of the New England Society of Superintending Engineers, was presented with a stick pin at the May meeting of the society.

Willing to be Looked Up

Two interesting applications for service were received last month as follows:

A. Dube, 31 Perkins street.

Born at St. Louis der Ha! Ha! Temisca County, P. Q., Canada.

Paul Tremblay, 31½ Perkins street.

Born at "The Landslide," Charlevoix County, P. Q., Canada.

Both of the above parties were made customers.

The very valuable property on the corner of Lafayette street and Peabody street next adjoining our station property, has just been purchased and made part of our land holdings in Salem.

By the addition of this lot of land, the buildings on which were burned in the recent conflagration, the Salem Company now owns nearly the entire square bounded by Lafayette street, Peabody street, Congress street and the South River, the width on Lafayette street being about 150 feet by nearly 900 feet on Peabody street, there being in this area in the neighborhood of 225,000 square feet.

The operating station is situated

nearly in the middle of the entire area, so that it will be possible to extend the plant in either direction.

The company was most fortunate in procuring this last piece of land as it gives them an excellent frontage on Lafayette street, and will enable the company to make improvements for its future needs.

It is not improbable that the company's office may again be located on Lafayette street, inasmuch as that part of the city is becoming quite a business center, and with the improvements that have been planned for and are being carried out, much new business will be attracted to this center.

The extensive improvements that have been under way at our station since early spring are progressing famously. The boiler foundations have been installed in the old boiler house and in the new addition, and it is expected that about September 1st one of the 750 H.P. boilers will be ready to operate.

The foundations for the new turbine generator of 6250 K.W. is nearly finished. Additions to the switchboard room are also nearing completion.

Much of the underground work that has been planned for this year is about ready to be put into service, after which some of the overhead system in the underground area will be removed.

The following was taken from the Salem Gazette of Tuesday, May 29, 1888:

"The Salem Electric Light Company was running its first electric motor—of one and a half horse power—yesterday afternoon. More will follow soon."

SPRINGFIELD GAS LIGHT CO.

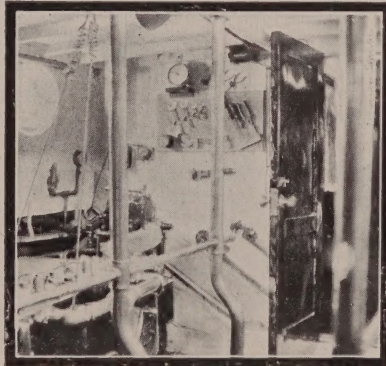
Lloyd A. Galbraith, Correspondent

"Emilie S."

The Emilie S., the new yacht owned by President Charles H. Tenney and General Superintendent H. Burgi, has attracted considerable at-



tention on the river. The boat is rebuilt from the 65 foot cabin cruiser formerly belonging to Mr. C. T. Shean, and is now equipped with



Engine Room

every necessity to make it a very sea-worthy craft.

The engine room is amidship and contains two large gasoline engines with a combined horse power of 76. Each engine has four cylinders and

drives a separate propeller. They may be controlled either separately or together by levers near the steering wheel situated on the deck in the rear of the cabin.

A complete gasoline electric generating set of three kilowatts is the source of electrical supply for lighting and other purposes. The engine room also contains a bilge pump and air compressor. The bilge pump is used to bail water from either the forward or rear bulkheads of the boat. In event of a collision or grounding, these bulkheads would prevent the sinking of the boat and the pump is an additional safeguard. The air compressor is used to blow a whistle and fog signal.

The cabin is finished throughout in mahogany, and contains a saloon, several staterooms, a kitchen and pantry and a bath room.

The boat is completely furnished in every detail and certainly should prove a source of pleasure for its owners.

Local Field Day

On Saturday, July 10th, we enjoyed our annual field day and clam bake. Unlike previous years, the bake was in two installments, one in the morning for the night force and a second in the afternoon for the day and administration forces.

In the morning about one hundred made the trip to Riverside Park and enjoyed the "big eats" and a few sports.

At 1 o'clock the remaining employees, numbering about two hun-

dred, embarked at the foot of Elm street. Sandwiches and coffee were served on the trip down the river.

Immediately upon arriving at the private "bake" section of the park, the photographers took charge of the situation and produced a result which, as one local paper expressed it, was not so bad as might be expected. (See pages 296-7). The sports which followed resulted as follows: Ball throw, won by Moore; three-legged race, by O'Brien and Belcher; shot put, St. Germain, tug of war, by Otto's team and fifty yard dash by LaCross. The ladies' events: Fifty yard dash, won by Miss B. Swanson; sack race, Miss Royce; potato race, Miss Lindsey; ball throw, Miss Kilner, and egg race, Miss Doris Newton.

The "bake" proved to be first class and after the feasting was over the prizes were awarded by Superintendent A. S. Hall. The committee in charge of the outing was composed of Messrs. Milliken, Belcher, Hall, Fox and Murphy.

The gas has been turned on in the mains in South Hadley Center and all that remains to be done to add this district to our system is to connect the services and install the meters. Our welded joints have proven very satisfactory and we seem to have obtained considerable advertising from this extension. A representative from nearly every large plant in New England has inspected the extension and the welding method.

Charles H. Tenney & Co.

Managers and Engineers

- American Tar Co., Boston, Mass.
Barre and Montpelier Traction and Power Co., Montpelier, Vt.
Concord Electric Co., Concord, N. H.
Consolidated Lighting Co., Montpelier, Vt.
Exeter and Hampton Electric Co., Exeter, N. H.
Exeter, Hampton and Amesbury Street Railway, Hampton, N. H.
Fitchburg Gas and Electric Light Co., Fitchburg, Mass.
Haverhill Electric Co., Haverhill, Mass.
Malden Electric Co., Malden, Mass.
Malden and Melrose Gas Light Co., Malden, Mass.
Peoples' Gas and Electric Co. of Oswego, N. Y.
Rockland Electric Co., Closter, N. J.
Rockland Gas Light and Power Co., Nyack, N. Y.
Salem Electric Lighting Co., Salem, Mass.
Springfield Gas Light Co., Springfield, Mass.
Suburban Gas and Electric Co., Revere, Mass.
The Bristol and Plainville Tramway Co., Bristol, Conn.



